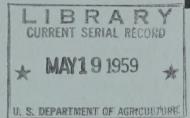
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ROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NEWS



1958 Edition No. 9

April 8, 1958

SALES - We are in the final phase of our 1958 sales campaign. Clean-up work

is all that remains to be done in most counties but from the looks of the number of sales in some counties we wonder if the campaign ever really got underway in those counties. As you prepare the sales report, we urge all of you to give thought to the things that you should have done which would have improved the effort in your county. Make notes and as we go into the 1959 campaign, and you can do that immediately after the close of this campaign, profit by the mistakes you made.

Art Jorgensen is now leading the barley counties but Nat Crockett is over-all leader with more than 400 sales.

FORMS 412, 812, 812A - Submit as soon as possible and also clean up suspended cases without delay.

TERMINATED CONTRACTS - As of this date we have not determined the number of contracts that will terminate because of unpaid debts.

We will give you the figures later on.

ACREAGE REPORTS - Still no procedure that we can send you. But we do plan to hold meetings as soon as possible.

april 8, 1956

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CHICAGO MEETING - The meeting of State Directors and Office Managers last

week was the best that we have ever attended. The Board

of Directors was present for almost the entire meeting. The opportunity to

meet with the Board and with our fellow-workers from over the entire Nation

will prove beneficial to all of us. Our discussions of mutual problems and

those that are of interest only to our area will lead to a better understand
ing among us. We are certain that in the not too distant future the things

that were accomplished at the meeting will be apparent to all,

REAPPRAISAL - We are enclosing your copy of a new pamphlet entitled "A Reappraisal of the Federal Crop Insurance Program". Many of you have requested copies after seeing the District Supervisor's. I would recommend that you study it very carefully. To me it looks as though better things are at hand for Crop Insurance. It should raise your spirits after a hard sales campaign which is almost over, but don't quit until the final bell rings.

CROPS COVERED AND CANCELLATIONS (April 7, 1958)

SUPERVISOR SCHONBERGER'S AREA

SUPERVISOR OLSON'S AREA (Wheat)

COUNTY	CANCELLED	COVERED	COUNTY	CANCELLED	COVERED
Bottineau	68	72	Burleigh	93	2
Burke	25	1	Emmons	26	8
Divide	24	7	Kidder	36	11
McHenry	40	36	Logan	62	31
McLean	55	18	McIntosh	50	21
Mountrail	112	2	Mercer	49	4
Renville	39	2	Morton	109	17
Rolette	121	25	Oliver	20	4
Ward	94	27	Sheridan	82	25
Williams	131	36	Wells	114	13
TOTALS	709	226	TOTALS	641	136
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	(FLAX)	
Bottineau	10	32
McLean	29	26
Ward	50	20
TOTALS	89	78

	(FLAX)	
Emmons	דד	5
Logan	41	27
McIntosh	1.0	3
TOTALS	62	35

(MULTIPLE)

Pierce	117	51
TOTALS	117	51

(BARLEY)

Williams	0	221
TOTALS	0	221

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SUPERVISOR ERICKSON'S AREA (Wheat)

COUNTY	CANCELLED	COVERED
Cass	159	43
Griggs	29	80
Stutsman	132	121
Traill	57	32
TOTALS	377	276
* * * * * * *	* * * * * *	* * * * *
	(FLAX)	
Cass	116	48
Stutsman	106	150
Traill	53	49
TOTALS	275	247
* * * * * * *	* * * * * *	* * * * *
	(MULTIPLE)	
Barnes	199	58
Dickey	151	3
LaMoure	191	9
Ransom	150	23
Richland	197	92
Sargent	235	12
Steele	. 64	25
TOTALS	1,187	222
* * * * * * *	* * * * * * *	* * * * *
	(BARLEY)	
Cass	91	53
Traill	46	32
TOTALS	137	85

SUPERVISOR THEXTON'S AREA (Wheat)

C

COUNTY	CANCELLED	COVERED
Benson	121	18
Cavalier	181	59
Eddy	58	22
Foster	.33	26
Nelson	55	21
Pembina	72	37
Ramsey	191	45
Towner	144	5
Walsh	122	34
TOTALS	977	267
* * * * * * * .	* * * * * * * * *	26 26 26 26 26 26

(MULTIPLE)

Grand Forks	159	65
TOTALS	159	65
* * * * * * * *	* * * * *	* * * * * *
	(FLAX)	
Benson	48	11
Cavalier	0	147
Eddy	30	11
Foster	20	17
Nelson	19	35
Pembina	22	32
Ramsey	31	27
Walsh	112	23
TOTALS	282	303
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SUPERVISOR MARKEL'S AREA (Wheat)

COUNTY	CANCELLED	COVERED
Adams	42	7
Billings	57	. 3
Bowman	58	5
Dunn	66	9
Golden Valley	75	10
Grant	42	4
Hettinger	68	4
McKenzie	64	6
Sioux	11	7
Slope	43	4
Stark	170	21
TOTALS	696	80

TOTALS ALL AREAS

COMMODITY	CANCELLED	COVERED
Wheat	3,398	985
Flax	708	663
Barley	144	698
Multiple	1,463	338
TOTALS	5,713	2,684

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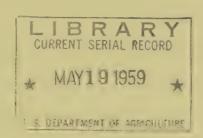


MODAK CROP INSURANCE

NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1958 Edition No. 10

April 16, 1958

SALES - In just a few hours the 1958 campaign will be history, We hope that the additional time permitted all of you to complete the contact work that you wanted to do. The reports that are a part of the Nodak News show just what each agent has done to date. You can readily determine the leaders.

FORMS 412, 812, 812A - Again we want to remind you that these forms must be transmitted promptly. We would like to have every 412, 812 or 812A in this office by Tuesday, April 22 so that we can complete processing them without delay. If you have any suspended cases to clear up, please do so immediately.

CANCELLATION COUNT - The cancellation figures have been adjusted to reflect
the contracts terminated due to unpaid debts and any
other cases not counted before. We lost over 400 contracts due to unpaid
1957 premiums. While this is better than we had expected it is nevertheless
a large loss of business that was not replaced with new sales.

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LISTS OF TERMINATED CONTRACTS - We are sending you your copies of the Forms

15 and Forms FCI-812A for the contracts terminated due to unpaid debts. Please review and if you find any errors,
advise us immediately.

ACREAGE REPORTS - We don't know what has happened to the printed procedure that we were supposed to get for your use in preparing wheat, flax and barley reports but as of now it just hasn't reached us. We are planning to discuss acreage reports with the District Supervisors at our meeting with them on Thursday and Friday and they will be able to tell you how to handle reports. We want to remind Multiple Agents that the same procedure and forms used in 1957 are to be used in 1958.

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CROPS COVERED AND CANCELLATIONS (April 15, 1958)

SUPERVISOR	SCHONBERGER'S	AREA
	Theat.)	

SUPERVISOR OLSON'S AREA (Wheat)

COUNTY	CANCELLED	COVERED	COUNTY	CANCELLED	COVERED
Bottineau	79	77	Burleigh	99	6
Burke	27	1	Emmons	29	8
Divide	27	7	Kidder	39	12
McHenry McLean	46 60	36 18	Logan McIntosh	72 59	31 27
Mountrail	124	2	Mercer	60	4
Renville	50	2	Morton	113	17
Rolette	131	26	Oliver	23	5
Ward	102	28	Sheridan	87	27
Williams	139	48	Wells	119	14
TOTALS	785	245	TOTALS	700	151

	(Flax)	
Bottineau	1.0	32
McLean	29	26
Ward	52	24
TOTALS	91	82

	(Flax)	
Emmons	11	5
Logan	46	27
McIntosh	13	4
TOTALS	70	36

(Multiple)

Pierce	122	56
TOTALS	122	56

(Barley)

Williams	0	255
TOTALS	0	255

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SUPERVISOR ERICKSON'S AREA (Wheat)

SUPERVISOR THEXTON'S AREA (Wheat)

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COUNTY	CANCELLED	COVERED	COUNTY	CANCELLED	COVERED
Cass	165	69	Benson	130	18
Griggs	32	80	Cavalier	189	62
Stutsman	138	122	Eddy	60	22
Traill	60	36	Foster	34	26
TOTALS	395	307	Nelson	66	21
* * * * * *	* * * * * * *	* * * * * *	Pembina	75	45
	(Flax)		Ramsey	203	48
Cass	119	73	Towner	157	14
Stutsman	109	151	Walsh	134	110
Traill	55	52	TOTALS	1,048	296
TOTALS	283	276	* * * * * *	* * * * * * *	* * * * *
* * * * * *	* * * * * * *	* * * * *		(Multiple)	
	(Multiple)		Grand Forks	175	65
Barnes	208	59	TOTALS	175	65
Dickey	163	3	* * * * * *	* * * * * * *	* * * * *
LaMoure	213	15		(Flax)	
Ransom	166	24	Benson	51	11
Richland	216	101	Cavalier	0	162
Sargent	246	12	Eddy	31.	11
Steele	. 86	25	Foster	20	17
TOTALS	1,298	239	Nelson	21	35
* * * * * *	* * * * * * *	* * * * *	Pembina	22	35
	(Barley)		Ramsey	32	30
Cass	94	84	Walsh	116	32
Traill	47	34	TOTALS	293	333
TOTALS	141	118	* * * * * *	* * * * * * *	* * * * * *
				(Barley)	
			Cavalier	0	220
			Pembina	7	55
			Walsh	0	168

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SUPERVISOR MARKEL'S AREA (Wheat)

COUNTY	CANCELLED	COVERED
Adams	47	8
Billings	64	3
Bowman	62	5
Dunn	72	10
Golden Valley	87	10
Grant	47	14
Hettinger	76	4
McKenzie	73	8
Sioux	13	7
Slope	50	5
Stark	184	21
TOTALS	775	85

TOTALS ALL AREAS

COMMODITY	CANCELLED	COVERED
Wheat	3,703	1,084
Flax	737	727
Barley	148	816
Multiple	1,595	360
TOTALS	6,183	2,987

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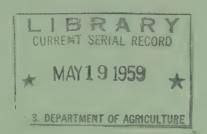


ROP INSURANCE

NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE



1958 Edition No. 11

May 9, 1958

SALES - The reports for each Supervisor's area show what happened in that area with respect to cancellations and sales for 1958.

We have more wheat covered in <u>Bottineau</u> and <u>Griggs</u> counties for 1958 and held our own in <u>McHenry</u> county. In all of the other counties we lost business.

Our <u>flax</u> business increased in <u>Bottineau</u>, <u>Nelson</u>, <u>Pembina</u> and <u>Stutsman</u> counties. Several other counties were very close to maintaining their 1957 business. <u>Cavalier county</u> did a good job of selling flax insurance as a new crop in that county.

Cass and Pembina counties show an increase in barley insurance. The new counties, Cavalier, Walsh and Williams showed that insurance on new crops can be sold.

Sales in Multiple counties were down and none of the counties were able to maintain the 1957 level of contracts in force.

The 1958 sales campaign is history but the 1959 campaign should be underway. Stamped applications can be used, as you know, until the coverages and rates are available.

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A Committee of the Comm Contraction of the second ACREAGE REPORTS - We have already received more than 200. Most are properly prepared but we would suggest that all agents read the procedure again and check reports against it. It will save suspensions and exceptions if you do.

CHANGE IN PHONE NUMBER - The number of the State Office is now -

ADams - 2-3941

* * * * * * * * *

The poem below was composed by Irvin Pellet, District Supervisor for Southwest Iowa:

"DIG DEEPER"

Said the little red rooster: "Believe me, things are tough. Seems that worms are scarcer, and I cannot find enough; What's become of all those fat ones is a mystery to me; There were thousands through that rainy spell, but now where can they be?" Then the old black hen who heard him did not grumble or complain. She had gone through lots of dry spells, she had lived through floods and rain. So she flew upon the grindstone, and she gave her claws a whet, As she said, "I've never seen the time there were no worms to get." She picked a new and undug spot, the earth was hard and firm. The rooster jeered: "New ground! That's no place for a worm." The old black hen just spread her feet, she dug both fast and free. "I must go to the worms," she said, "the worms won't come to me." The rooster vainly spent his day, through habit, by the ways Where fat round worms had passed in squads back in the rainy days. When nightfall found him supperless, he growled in accents rough, "I'm hungry as a fowl can be. Conditions sure are tough." He turned then to the old black hen, and said, "It's worse with you; For you're not only hungry, but you must be tired, too. I rested while I watched for worms, so I feel fairly perk. But how are you? Without worms, too, and after all your work?" The old black hen hopped to her perch and dropped her eyes to sleep, And murmured in a drowsy tone, "Young man, hear this and weep: I'm full of worms and happy, for I've eaten like a pig.

The worms are there as always, but, boy, I had to dig."

Friend Mark From the Commission of the Commissio

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SUMMARY OF BUSINESS AS OF (May 6, 1958)

(Wheat)

SUPERVISOR ERICKSON'S AREA

COUNTY	Crops Covered In 1957	Cancellations For 1958	Carryover To 1958	Accepted 1958 Applications	Crops Covered For 1958
Cass .	911	167	744	87	831
Griggs	195	32	163	73	236
Stutsman	1,458	139	1,319	127	1,446
Traill	839	61	778	38	816
TOTALS	3,403	399	3,004	325	3,329
FIAX	00 00 00 00 00				
Cass	714	121	59 3	90	683
Stutsman	1,107	110	997	157	1,154
Traill	647	56	591	54	645
TOTALS	2,468	287	2,181	301	2,482
Barley		••• •• •• •• ••			
Cass	322	94	228	97	325
Traill	335	47	288	36	324
TOTALS	657	141	516	133	649
Multip	<u>le</u>				
Barnes	1,708	208	1,500	61	1,561
Dickey	426	163	263	8 .	271
LaMoure	567	213	354	15	369
Ransom	565	167	3 98	24	422
Richland	1,213	216	997	105	1,102
Sargent	633	246	387	12	399
Steele	753	86	667	24	691
TOTALS	5,865	1,299	4,566	249	4,815
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AREA TOTALS	12,393	2,126	10,267	1,008	11,275

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COUNTY	Crops Covered In 1957	Cancellations For 1958	Carryover To 1958	Accepted 1958 Applications	Crops Covered For 1958
Benson	410	130	280	18	298
Cavalier	549	189	360	68	428
Eddy	163	60	103	20	123
Foster	242	34	208	26	234
Nelson	307	66	211	19	260
Pembina	630	75	5 55	46	601
Ramsey	811	202	609	46	655
Towner	570	157	413	15	428
Walsh	721	135	586	42	. 628
TOTALS	4,403	1,048	3,3 55	300	3,655
Flax		100 00 00 00 TO	may data data 1990	an on en on on	NO NO NO NO NO
Benson	161	51.	110	11	121
Cavalier	0	0	0	176	176
Eddy	79	31	48	10	58
Foster	87	20	67	17	84
Nelson	104	21	83	34	117
Pembina	195	22	173	36	209
Ramsey	166	32	134	29	163
Walsh	741	116	625	31	656
TOTALS Multip	1,533	293	1,240	344	1,584
Grand Forks	1,111	175	936	67	1,003
Barlej	7	000 MG MG MG MG M			an an an an an
Cavalier	0	0	0	234	234
Pembina	59	7	52	56	108
Walsh	0	0	0	183	183
TOTALS	59	7	52	473	525
AREA TOTALS	7,106	1,523	5 , 583	1,184	6,767

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COUNTY	Crops Covered In 1957	Cancellations For 1958	Carryover To 1958	Accepted 1958 Applications	Crops Covered For 1958
Bottineau	1,219	80	1,139	83	1,222
Burke	227	27	200	2	202
Divide	188	27	1 61	8	1.69
McHenry	314	46	26 8	46	314
McLean	801	60	741	18	759
Mountrail	508	123	3 85	16	401
Renville	325	50	275	2	277
Rolette	5 68	131	437	26	463
Ward	797	102	695	31	726
Williams	1,151	139	1,012	69	1,081
TOTALS	6,098	7 85	5,313	301	5,614
Flax		MM MM MM MM MM		00 an 00 au	
Bottineau	96	10	86	34	320
McLean	281	29	252	28	280
Ward	392	52	340	24	364
TOTALS	769	91	678	86	764
Multip	<u>le</u>		000 000 000 000	eth tip top age age	440 150 000 000
Pierce	826	123	703	60	763
TOTALS	826	123	703	60	763
Barley		900 cm wa sta _{maj}	MAD 4000 GUS GUS	· · · · · · · · · · · · · · · · · · ·	
Williams	0	0	0	339	339
TOTALS	0	0	0.	339	339
Area Totals	7,693	999	6 , 694	786	7,480

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COUNTY	Crops Covered In 1957	Cancellations For 1958	Carryover To 1958	Accepted 1958 Applications	Crops Covered For 1958
Burleigh	368	98	270	5	275
Emmons	151	29	122	10	132
Kidder	255	39	216	12	228
Logan	273	72	201	31	232
McIntosh	411	59	352	28	380
Mercer	297	60	237	4	241
Morton	503	113	390	18	408
Oliver	131	23	108	5	113
Sheridan	510	87	423	26	449
Wells	446	119	327	15	. 342
TOTALS	3,345	699	2,646	154	2,800
Flax ·			en en en en	an es en en en	on on on
Emmons	37	11	26	5	31
Logan	82	46	36	27	63
McIntosh	26	13	13	4	17
TOTALS	145	70	7 5	36	111
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AREA TOTALS	3,490	769	2,721	190	2,911

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SUPERVISOR MARKEL'S AREA

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COUNTY	Crops Covered In 1957	Cancellations For 1958	Carryover To 1958	Accepted 1958 Applications	Crops Covered For 1958
Adams	152	47	105	9	114
Billings	148	64	84	7	91
Bowman	185	62	123	5	128
Dunn	195	72	123	15	138
Golden Valley	y 286	87	199	11	210
Gran t	216	47	169	9	178
Hettinger	257	76	181	4	185
McKenzie	243	73	170	8	178
Sioux	74	13	61	8	69
Slope	158	50	108	5	113
Stark	. 412	184	22 8	21	. 249
TOTALS	2,326	775	1,551	102	1,653
CROPS	TOTALS (ALL AREAS)				
Wheat	19,575	3 , 706	15,869	1,182	17,051
Flax	4,915	741	4,174	767	4,941
Barley	716	148	568	945	1,513
Multiple	7,802	1,597	6,205	376	6,581
TOTALS	33,008	6,192	26,816	3,270	30,086

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NODAK EROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NEWS

MAY 1 9 1959

1958 Edition No. 12

July 2, 1958

SALES - The following is from the Washington Report to the Field, dated

June 20, 1958.

"We are now receiving reports of severe spot losses in some areas. The reports of favorable crop prospects have become marred here and there by disasters due to such risks as EXCESS MOISTURE, FIRE AND HAIL."

"Indiana reports severe and extensive damage due to abnormal rains. In many fields they have excessive moisture to a degree that all drainage outlets are filled and water is standing on the fields. Some counties are reporting as much as 40 percent of the total spring crops destroyed. The State Director reported driving through a group of northern counties where there was hardly a field of corn or soybeans in any of the counties that had not been at least partially damaged or destroyed. In many instances, 25 percent to 75 percent of the crop had been destroyed."

"Nebraska called regarding a hail storm that covered a large area with one strip three to five miles wide in which wheat just about two weeks away from harvest was totally destroyed leaving fields that had been good wheat crops looking like plowed ground."

"Fire has been destroying an unusual number of wheat fields in Oklahoma during the harvest."

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Nodak News Page - 2 -

"These spot loss situations offer an excellent opportunity for insurance publicity. If we have insurance in the area where they occur, we can give the editors an estimate of the amount of loss we may pay along with an estimate of the amount that we would pay if all farmers in the area affected had crop insurance. We might also get a news item used calling to the attention of FCI policyholders that the particular risk that struck is among the many risks insured against under our BROAD coverage."

"These spot losses emphasize why the farmer needs all-risk protection every year....because we don't know and they don't know where or when. Some of our people get to be such experts on coverages and rates that they overlook the fact that we must be prepared to pay the farmer a total loss when it strikes and it can be the first year of his protection....too often it was in the past when we gave them until the closing date to outguess us in a year of deteriorating crop prospects."

"Emergency assistance requests from disaster areas to the Government here also emphasize the need. We've got the "do-it-yourself answer" to this farm problem. Let's do a better job of getting this message across. Its a very important responsibility we have. We need some strengthening to carry it properly in all states and supervisors' areas."

I made a tour of our Northern counties last week and many claims will be paid in North Dakota because of the drought condition which exists at this time. In addition, hail has been hitting various parts of the State and losses will be paid as the result. Wind damage was quite severe in some areas this spring.

Every Agent where damage to crops has occured should be able to build up some local publicity that can be used as a sales aid for 1959. For example, when a good farmer files a final FCI-8 before harvest starts and a large indemnity check will be involved, ask him what he thinks about crop insurance protection

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Nodak News - Page - 3 -

now. Try to get him to give us a testimonial then or at the time he receives his check. Have the adjuster flag the case as a special one and we will give it preferred handling so that the insured can get his money before harvest is general. We may be able to deliver his check to him in person and take pictures that could be used as part of a local news article and also as part of the testimonial.

If we can build up local cases in each county, they will be of greater value to you then ones from some other state or even another county in our State. As has been said so often before, let's make the most of our local causes of loss: drought, insects, hail, wind, etc. and make our own sales aids for the future.

Discuss this with your District Supervisor and you may come up with other publicity ideas.

Some Agents have already sold and submitted applications for 1959. In counties where more than one crop is insured, adjusters can carry forms FCI-812A with them and sign insureds up for the crops that are not insured and which would be "add on" business.

By starting now every county can get information together and make sales which will increase business for 1959. Loss of business is a serious matter in North Dakota and we can't afford to lose any more. Selling should be a continuous job in your county.

ACREAGE REPORTS - The attached listing shows where each county stands with respect to reports submitted to this office as compared to the contracts in force.

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ACREAGE REPORTS RECEIVED IN STATE OFFICE (As of June 30, 1958)

STANDARD POLICY

COUNTY	Contracts In Force	Reports Received	COUNTY	Contracts In Force	Reports Received
ADAMS	114	88	MC KENZIE	178	152
BENSON	330	267	McLean	777	708
BILLINGS	91	. 89	MERCER	241	185
BOTTINEAU	1,225	1,001	MORTON	408	259
BOWMAN	128	123	MOUNTRAIL	401	378
BURKE	202	201	NELSON	306	241
BURLEIGH	275	222	OLIVER	113	108
CASS	934	616	PEMBINA	627	512
CAVALIER	485	332	RAMSEY	669	640
DIVIDE	169	169	RENVILLE	277	275
DUNN	138	125	ROLETTE	463	459
EDDY	140	112	SHERIDAN	449	448
EMMONS	137	140	SIOUX	69	69
FOSTER	243	198	SLOPE	113	109
GOLDEN VALLEY	210	210	STARK	249	235
GRANT	178	143	STUTSMAN	1,487	1,090
GRIGGS	236	186	TOWNER	428	308
HETTINGER	185	168	TRAILL	863	737
KIDDER	228	200	WALSH	872	281
LOGAN	244	155	WARD	762	582
MC HENRY	314	310	WELIS	342	318
MC INTOSH	379	311	WILLIAMS	1,087	1,076

Total in force - 17,556

Total received - 14,436

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ACREAGE REPORTS RECEIVED IN STATE OFFICE (As of June 30, 1958)

MULTIPLE

COUNTY	Contracts In Force	Reports Received
BARNES	1,561	1,220
DICKEY	271	100
GRAND FORKS	1,003	270
LA MOURE	369	259
PIERCE	763	520
RANSOM	422	208
RICHLAND	1,102	100
SARGENT	399	205
STEELE	691	318

Total in force - 6,581

Total received - 3,170

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